

# The Dutchman's Log



## THE IBEX IS THE G.O.A.T.

The IBEX is huge, the largest of its kind in North America, the Western Hemisphere, maybe the largest nautical bazaar the world has ever seen at least since Xerxes's 480 B.C. defeat at Salamis.

Hyperbole aside, the IBEX is a breathtaking event, attracting those who live and breathe the marine industry at a premiere level of expertise. But one could argue, it's not really a boat show per se.

Let's peel back the tarp for a look at the grit and the grain of what's going on at this professionals-only summit session.

The average boat show may run the gamut from this year's trolling motors to the 600 hp Mercury Verado; from impeccably varnished wood sailing dinghies to the stunning Riva ISEO Super; and don't forget Sperry Top-siders—all targeted to people who own and buy boats for fun and excitement.

The IBEX is—wait for it—for top professionals who build boats. Period. Full stop.

What do you need to build a boat? This year's **IBEX**, October 7-9 at the Tampa Convention Center, will showcase more than 600 of the boating industry's leading vendors.

Want rugged yet elegant marine upholstery for flying bridge seating? See the fabric exhibitors and then size up a programmable, laser cutting system to mechanically clone exactly identical material segments for seat cushions—so

you can build seats and then sell those to companies that build boats to go underneath them.



How about outsourcing the same cutting-edge CNC-cutting OEM technology for fashioning fiberglass, carbon fiber, plastic, or imitation wood component parts?

Want to add servo-deployable/retractable shade-on-demand awning systems to your boat product?

Want widgets to make gadgets? Relay switches? Sacrificial anodes?

Shopping for large quantities of foam, plastic, resin, epoxy, fuels, lubricants, etc?

Shopping for large quantities of products to protect you from foam, plastic, resin, epoxy, fuels, lubricants, etc?

### **Check your industrial solutions shopping list:**

Carbon monoxide, LP, gasoline, high-bilge, and smoke alarms. "Tailored IoT solutions software with continuous connectivity and optimization." Custom vacuum thermoforming. Propellers "precision-designed and built with the customer in mind." Custom stainless-steel headers for offshore racing engines and performance oriented boaters. Liquid level senders. Dexter-brand trailer axles and brakes. Black Mamba gloves and accessories. Dr. Shrink shrink-wrap and Mr. Shrinkwrap shrink-wrap.



Sound systems? Take your pick: Alpine, Banshee Marine Audio, Bluave Audio, Karmon, Klipsch.

Roswell Marine offers "limitless potential stretching beyond the horizon with no end in sight" (until you reach Area 51).

Shakespeare offers variable-color illuminated boat antennas — but soft! What light through yonder porthole breaks?

Windshields, hatches, pumps, toilets, faucets, sinks, refrigerators, air conditioning units, lithium batteries, caster wheels, deep groove ball bearings, horns, hydraulic lifts, anchors, underwater lighting, and security with monitoring from afar.

Or just browse by the appealing trade show environments presented by AIMSCO, AOC, CIT, EMP, IBI, ITC, KUS, NAC, NMEA, NMMA, NOCO, ETC., ETC.

As Ogden Nash once wrote, "Does anybody want any flotsam? I gotsam. Does anybody want

any jetsam? I can getsam."

What's it all about? Numbers. Huge numbers.

Recreational boating in America has become a \$230 billion annual economic juggernaut. That's 812,000 jobs at 36,000 businesses, 95 percent of which are classified as small-b businesses. Annual sales of new boats, engines, marine products and services and accessories exceed \$56 big-B billion a year, and 95 percent of the boats sold in the U.S. are made in the U.S.

Add it all up and the sum total is precisely why the IBEX is the Greatest. Of. All. Time. **The G.O.A.T.**

It's a show where all the swashbucklers of industry can buckle all the swashes.

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## ✓ D-I-Y TIP ✓

### T.L.C. For Teak

Sticky summer drink spills? Errant egg salad? Anchor mud? Mild soap and water simplify wiping away everyday schmutz from your teak. Or try a spray bottle with a 16-to-1 water-vinegar mix and a rag. Old timers even say a salt-water rinse'll do it.

But for more intensive care on teak and other oily tropicals, start with Epifanes Teak-O-Clean & Bright to rejuvenate weathered grey teak and restore its natural color. Its mild, water-based, solvent-free formula is perfect even for delicate, elderly decks.

Then add lasting protection with our water-based Teak-O-Bello, a durable, environmentally friendly coating that can keep your teak looking youthful for an extended period of time.



There's also our time-tested Epifanes Teak Oil Sealer, a linseed-based formula that's ideal for refreshing and protecting teak decks and railings. Perfect for both interiors and exteriors—just follow the prep instructions then simply apply with a brush or lint-free cloth.

What about sanding teak? Some say it's okay. But don't go any finer than 120-grit sandpaper. Teak decks and swim platforms that are too smooth tend to be very slippery and slippery should be high on everyone's to-be-avoided list.

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## TAMPA BAY MANATEES PLAY

# THE WILD CARD.

The Tampa Bay Manatees are on a hot streak this summer, although the perennial home-town favorites know in their hearts it won't last. Come October, when the Rays,\* the Marlins, the Mariners, and even the Pirates are eyeing the post season, the Manatees will be packing it up and headed for the hot tub.



The Manatees, those slow, gentle, half-ton sea cows, struggle to survive as the waters in the gulf west of Tampa dip below the 68°F mark. But somehow, they've discovered a heating solution: electrical plants. Yes, industrial, electric power plants. In particular, Tampa Electric with its luxurious, warm-water discharge is very popular with this crowd, attracting roughly a sixth of the world's 6,000 West Indian Manatees to Tampa Bay.

In the summer, you might catch a glimpse of them anywhere from Mobile, Alabama to Palm Beach to Cape Cod. But right around October's IBEX showtime or MLB's World Championship, the gleeful Manatees prefer to indulge themselves in the warmth of Tampa Bay, wintering over at their official [Manatee Viewing Center](#), honored guests of Tampa Electric. Stop by for a visit if you're headed south come autumn.

\* Formerly the Devil Rays!



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